

Message Text

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46

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 SS-07 USIA-15 DRC-01 RSC-01 /036 W

----- 090894

R 071212Z FEB 74

FM AMEMBASSY MOSCOW

TO USDOC WASHDC

INFO SECSTATE WASHDC 5981

AMEMBASSY BUCHAREST

AMEMBASSY PRAGUE

AMEMBASSY VIENNA

AMEMBASSY WARSAW

UNCLAS MOSCOW 1834

COMMERCE FOR BEWT; VIENNA FOR EWTC

E.O. 11652: N/A

TAGS: BEXP RO UR CZ PL

SUBJ: PROPOSED TECHNICAL SALES SEMINAR - TELECOMMUNICATIONS

REF: USDOC 1967

1. EMBASSY SERIOUSLY DOUBTS UTILITY OF SENDING PROPOSED MISSION TO MOSCOW. AS NOTED REFTTEL, PROPOSED VISIT WOULD COME SHORTLY BEFORE MAJOR TELECOMMUNICATIONS EXHIBITION SCHEDULED FOR MOSCOW MAY/JUNE 1975. ALTHOUGH WE GATHER THAT USDOC DOES NOT SEE THIS COINCIDENCE IN TIMING AS OBSTACLE, EMBASSY BELIEVES THAT IN FACT SOVIET PLANS CONDUCT MAJOR TELECOMMUNICATIONS EXHIBITION SHORTLY AFTER PROPOSED VISIT WILL REDUCE SOVIET INTEREST IN MISSION TO MINIMUM.

2. IN REACHING THIS JUDGMENT, EMBASSY RECALLS INTER ALIA SOVIET RESPO*SE TO FALL 1972 "AUTOSERVIS" TRADE MISSION WHICH ALSO CAME SHORTLY BEFORE SOVIET EXHIBITION ON SAME SUBJECT. AS COMMERCE AWARE, SOVIETS WERE EXTREMELY RELUCTANT TO ACCEPT "AUTOSERVIS" TRADE MISSION, AND ONLY AFTER STRONGEST PRESSURE DID CHAMBER OF CMMMERCE AGREE TO SPONSOR MISSION'S VISIT IN OUTCOME, WE DO NOT HAVE IMPRESSION THAT MISSION'S

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VISIT WAS TERRIBLY USEFUL.

3. IN EMBASSY'S VIEW, IF SOVIETS EVENTUALLY AGREED TO MISSION'S VISIT MEMBERS OF PROPOSED MISSION WOULD INVARIABLY MEET SOVIET RESPONSE THAT THEIR DECISION TO CONDUCT TELECOMMUNICATIONS EXHIBITION WAS CLEAR SIGN OF THEIR INTEREST IN ACQUIRING ADVANCED WESTERN TELECOMMUNICATIONS EQUIPMENT. HOWEVER, SOVIETS WOULD THEN SUGGEST THAT FIRMS REPRESENTED IN MISSION RETURN TO MOSCOW IN MAY/JUNE 1975 TO PARTICIPATE IN EXHIBITION. EMBASSY DOES NOT BELIEVE THAT THIS MESSAGE, WHICH QUITE UNDERSTANDABLE FROM SOVIET POINT OF VIEW, WOULD ELECIT WARM RESPONSE FROM MEMBERS OF PROPOSED MISSION.

4. ACCORDINGLY, EMBASSY FINDS INCLUSION OF MOSCOW IN PROPOSED MISSION'S ITINERARY WOULD NOT SERVE PARTICIPANTS' BEST INTERESTS.
DUBS

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